

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
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<http://ag.ca.gov/charities/>

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fund-raiser: 974 PUBLIC MEDIA CENTER 466 GREEN STREET SAN FRANCISCO, CA 94133	Name and Address of Charitable Organization: CT No. <u>48928</u> F.E.I.N. No. <u>94-2889684</u> Earth Island Institute Name of Charity 300 Broadway, Suite28 Address of Charity San Francisco, CA 94133-3312 City, State, and ZIP Code of Charity
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National Campaign ☒ California Campaign ☐

Membership renewal direct mail held (on) (from) January 1, 2002, to December 31, 2002
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)
If other, provide brief explanation _____

Fee ☒ Percentage ☐
Other ☐

1. REVENUE

A. Cash contributions	<u>55,433.00</u>	A.
B. Entertainment sales or admission charges	_____	B.
C. Sales from products	_____	C.
D. Advertisement sales	_____	D.
E. Membership fees	_____	E.
F. Other sources: (Specify)		
a. _____	_____	Fa.
b. _____	_____	Fb.
c. _____	_____	Fc.
d. _____	_____	Fd.

G. TOTAL REVENUE

55,433.00 G.

2. EXPENSES

A. Fees or commissions	<u>12,000.00</u>	A.
B. Salaries	_____	B.
C. Payroll taxes	_____	C.
D. Employee benefits	_____	D.
E. Cost of merchandise for resale	_____	E.
F. Cost of entertainment	_____	F.
G. Postage	<u>5,666.68</u>	G.
H. Advertising	_____	H.
I. Telephone	_____	I.
J. Rental of equipment	_____	J.
K. Facilities charge	_____	K.
L. Permits	_____	L.
M. Other expenses: (Specify)		
a. Mailhouse	<u>2,193.09</u>	Ma.
b. Printing	<u>11,927.34</u>	Mb.
c. Delivery	<u>55.24</u>	Mc.
d. Photo Use	<u>150.00</u>	Md.

N. TOTAL EXPENSES

31,992.35 N.

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Page 2

3. Amount to Charity 23,440.65 3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity) ~~0~~ 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) N/A 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 6.
7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?
- ☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge

Signature: Bernhard Gunther Financial Officer 1/8/03
Printed Name Title Date

~~HERBERT CHAO GUNTER~~ EXEC. DIRECTOR/PRESIDENT 4/03

This report must be signed by two officers or directors of the charitable organization for verifying the distribution.

Signature: JOHN A. KNOX Executive Director
Printed Name Title 01-17-03 Date

Signature of authorized officer/director (Charity) DAVE PHILLIPS Executive Director
Printed Name Title 01-17-03 Date

Registry of Charitable Trusts
Attorney General's

APR 29 2003

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JUN 24 2003

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